

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY KUALA LUMPUR PRIORITY
AMEMBASSY MANILA

UNCLAS STATE 012843

E.O. 11652: NA

TAGS: BEXP, MY, RP

SUBJECT: TIMBER INDUSTRIES TRADE MISSION

REF: (A) STATE 305383; (B) KL0073; (C) MANILA 0401

1. FOLLOWING IS BROCHURE TEXT FOR SUBJECT MISSION:

"MISSION DIRECTOR, ERIC C. SILBERSTEIN IS DIRECTOR OF THE U.S. DEPARTMENT OF COMMERCE DISTRICT OFFICE IN LOS ANGELES, CALIFORNIA. HE REPRESENTS THE UNITED STATES DEPARTMENT OF COMMERCE IN ALL ENDEAVORS, PARTICULARLY AS RELATES TO THE PROMOTION OF INTERNATIONAL TRADE. MR. SILBERSTEIN HAS SERVED AS A LEGISLATIVE ASSISTANT WITH THE U.S. CONGRESS; LEGISLATIVE AFFAIRS OFFICER, NATIONAL TRANSPORTATION SAFETY BOARD; ASSISTANT DIRECTOR, DEPUTY ASSOCIATE

DIRECTOR AND ACTING ASSOCIATE DIRECTOR, ACTION. SILBERSTEIN IS A GRADUATE OF THE AMERICAN UNIVERSITY IN WASHINGTON, D.C. WHO HAS DONE GRADUATE WORK IN INTERNATIONAL RELATIONS, ECONOMICS AND BUSINESS ADMINISTRATION."
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"CLARK EQUIPMENT COMPANY, BUCHANAN, MICHIGAN. PETER R. CONIBEAR, LOGGING SPECIALIST. CLARK EQUIPMENT COMPANY, A MULTI-NATIONAL COMPANY HEADQUARTERED IN BUCHANAN, MICH., U.S.A., MANUFACTURES A WIDE VARIETY OF CONSTRUCTION,

MATERIAL HANDLING AND AUTOMOTIVE EQUIPMENT. THE COMPANY

CONSISTS OF THREE MAIN GROUPS -- CONSTRUCTION MACHINERY, MATERIAL HANDLING AND GENERAL PRODUCTS. THE CONSTRUCTION MACHINERY GROUP MANUFACTURES ALL TYPES OF CONSTRUCTION EQUIPMENT INVOLVED IN EARTHMOVING, FORESTRY AND BUILDING CONSTRUCTION. THE CONSTRUCTION MACHINERY DIVISION MANUFACTURES RUBBER TIRE SHOVELS AND DOZERS, ELEVATING SCRAPERS, GRAPPLE AND CABLE SKIDDERS AND RUBBER TIRE LOG LOADERS FOR FORESTRY APPLICATIONS. A FULL LINE OF TRUCK AND CRAWLER LATTICE BOOM CRANES AS WELL AS HYDRAULIC EXCAVATORS AND CRAWLER LOG LOADERS ARE MANUFACTURED BY THE LIMA DIVISION. THE AUSTIN-WESTERN DIVISION MANUFACTURES SELF-PROPELLED AND TRUCK MOUNTED HYDRAULIC CRANES AND POWER GRADERS. MR. CONIBEAR IS INTERESTED IN ESTABLISHING DEALER OUTLETS IN THE PHILIPPINES AND MALAYSIA." "FERREX INTERNATIONAL, INC., NEW YORK, N.Y. ANDREW N. FERRETTI, PRESIDENT. FERREX INTERNATIONAL, ONE OF THE UNITED STATES MOST PRESTIGIOUS EXPORT MANAGEMENT COMPANIES REPRESENTS THE MOUNTAIN MANUFACTURING CO., AND FOREST ALL CORP. ADDITIONALLY, FERREX THROUGH ITS WORLD WIDE MARKETING ORGANIZATION AND ITS HUNDREDS OF DISTRIBUTORS THROUGHOUT THE WORLD ACTS AS THE SALES OFFICE FOR A NUMBER OF AMERICAN MANUFACTURING FIRMS. FERREX SPECIALIZES IN HEAVY, MEDIUM AND LIGHT CONSTRUCTION, INDUSTRIAL, FARM IRRIGATION AND FORESTRY EQUIPMENT OF AMERICAN MANUFACTURE. CAREFULLY TRAINED AND HIGHLY SKILLED MARKETING SPECIALISTS AND TECHNICAL SPECIALISTS TRAVEL CONTINUOUSLY THROUGHOUT THE WORLD ON BEHALF OF ITS AMERICAN PRINCIPALS WHOSE PRODUCTS ARE SYMBOLS OF PRESTIGE AND PROGRESS-THE RESULT OF CAREFUL MARKET PLANNING BY FERREX EXTENSIVE NETWORK OF SKILLED TECHNICIANS. ANDREW FERRETTI, PRESIDENT, FERREX INTERNATIONAL HAS BEEN ENGAGED IN INTERNATIONAL TRADE DURING HIS ENTIRE BUSINESS CAREER. MR. FERRETTI IS AN EXPERT IN THE FIELD OF TRANSPORTATION, FREIGHT FORWARDING, AND INTERNATIONAL MARKETING. MR. FERRETTI IS INTERESTED IN DIRECT SALES UNCLASSIFIED

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AND DISTRIBUTORSHIPS AND WISHES APPOINTMENTS WITH EXECUTIVES OF HEAVY EQUIPMENT DISTRIBUTION COMPANIES NOT PRESENTLY DISTRIBUTING EQUIPMENT COMPETITIVE TO THE "MOUNTAIN" LINE OF LOGGING TRACTORS AND FOREST ALL SAWMILLS; WITH LOGGING COMPANIES, LOGGING CONTRACTORS, LUMBER EXPORTERS, SAWMILL OWNERS, FORESTRY OFFICIALS AND LAND OWNERS INTERESTED IN LUMBER EXPLORATION. "JACKSON LUMBER HARVESTER CO., INC., MONDOVI, WISCONSIN. THOMAS F. MEIS, PRESIDENT AND GENERAL MANAGER. JACKSON LUMBER HARVESTER COMPANY, INC. MANUFACTURES A COMPLETE LINE OF SAWMILL EQUIPMENT. BOTH PORTABLE AND STATIONARY UNITS ARE AVAILABLE. WE OFFER MANUALLY OPERATED AND HYDRAULICALLY AUTOMATED UNITS. WE CAN PROVIDE

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ENGINEERING DRAWINGS FOR INSTALLATION AND TECHNICAL START-UP PERSONNEL TO TRAIN CUSTOMERS' EMPLOYEES. THE UNIQUE VERSATILITY OF JACKSON EQUIPMENT MAKES IT READILY ADAPTED TO A WIDE VARIETY OF CONDITIONS AND CAN BE THE MOST ECONOMICAL SOLUTION TO PRODUCTION PROBLEMS IN MANY CASES. JACKSON WILL ALSO DESIGN AND BUILD CUSTOM MACHINES FOR SPECIAL PROBLEMS. MR. MEIS IS INTERESTED IN DIRECT SALES AND ESTABLISHING DISTRIBUTORSHIP." LUMBER SYSTEMS, INC., PORTLAND, OREGON. DONALD B. TURNER, PRESIDENT. LUMBER SYSTEMS, INCORPORATED, IS A COMPANY SPECIALIZING IN THE DESIGN AND MANUFACTURE OF DRY

KILNS, HANDLING EQUIPMENT, AND TRIM SAWS FOR THE FOREST INDUSTRY. THE HANDLING EQUIPMENT INCLUDES A FULL LINE OF STACKERS, STICKER PLACERS, SORTERS, AND VARIOUS LUMBER TRANSFERS AND COVEYORS. LUMBER SYSTEMS" ANNUAL SALES VOLUME IS APPROXIMATELY SEVEN TO TEN MILLION DOLLARS, PRIMARILY SOLD THROUGHOUT THE UNITED STATES AND CANADA, WITH SOME SALES GOING TO EUROPE AND THE FAR EAST. MR.

TURNER IS INTERESTED IN DIRECT SALES TO SAWMILL OPERATIONS." SANBORN MACHINE CO., INC., SOUTH WATERFORD, MAINE. KENNETH S. FINCK, SALES MANAGER. THE SANBORN MACHINE COMPANY WAS FOUNDED IN 1946 BY THE BROTHERS PAUL AND RICHARD SANBORN. IN 1954 THEY DEVELOPED AND PLACED ON UNCLASSIFIED

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THE MARKET AN AUTOMATIC SAW CARRIAGE, ONE OF THE FIRST IN THE NORTH-EAST. SINCE THAT TIME THE COMPANY HAS BUILT ALL, OR THE MAJOR PORTION OF, THE MACHINERY FOR APPROXIMATELY 40 MODERN, AUTOMATED SAWMILLS FROM MAINE TO PENNSYLVANIA. THE COMPANY IS PRESENTLY OPERATED BY DALE SANBORN, WHO BECAME PRESIDENT UPON HIS FATHER'S RETIREMENT IN 1970. THE COMPANY PRESENTLY EMPLOYS 18 PERSONS AND OCCUPIES A BUILDING 60 X 230 FEET, WITH OFFICE, DRAFTING, WAREHOUSE, MACHINING, AND FABRICATION AREAS. AN ADDITIONAL BUILDING 75 X 75 FEET IS PRESENTLY UNDER CONSTRUCTION. MR. FINCK IS INTERESTED IN ESTABLISHING AN AGENCY ARRANGEMENT AS WELL AS DIRECT SALES." SUNPAK MOVERS, INC., SEATTLE, WASHINGTON. CHARLES R. HORGAN, PRESIDENT. BRIEF DESCRIPTION OF COMPANY, ITS PRODUCTS AND SERVICES: SUNVAN INTERNATIONAL, INC. AND SUNPAK MOVERS, INC. ARE WORLD-WIDE TRANSPORTATION SPECIALISTS PROVIDING THE KNOW-HOW AND CAPABILITY OF MOVING PEOPLE AND THEIR POSSESSIONS, AS WELL AS ENTIRE FACTORIES FROM ONE POINT IN THE WORLD TO ANOTHER. SUNPAK MOVERS IS A REGULATED FREIGHT FORWARDER PROVIDING TRANSPORTATION WORLDWIDE BY SURFACE OR AIR FOR PERSONAL POSSESSIONS AND HOUSEHOLD GOODS OR OTHER COMMODITIES. ACTING AS THE MUCH-NEEDED FUNNEL OF

TRANSPORTATION, SUNVAN BRINGS TOGETHER PRODUCTIVE MARKETS.

THE FIRM PROVIDES TRANSPORTATION, ADVICE, COUNSELING AND SERVICE TO AMERICAN SUPPLIERS OF EQUIPMENT AND TO FOREIGN PURCHASERS OF THAT EQUIPMENT BY BRIDGING THE GAP BETWEEN THE SUPPLIER AND USER THROUGH PROFESSIONAL TRANSPORTATION KNOW-HOW FROM A SHIPMENT'S ORIGIN TO DESTINATION. BOTH SUNVAN AND SUNPAK ARE HEADQUARTERED IN SEATTLE, WASHINGTON WITH DIVISION BRANCHES IN WASHINGTON, D.C., HAWAII, JAPAN, SINGAPORE AND GERMANY. MR. HORGAN IS INTERESTED IN DIRECT SALES AND APPOINTING AGENTS." "YORK-SHIPLEY, INC., YORK, PENNSYLVANIA. C. ROBERT LIGHTNER, PRODUCT MANAGER. YORK-SHIPLEY, INC. TRACES ITS BEGINNING BACK TO 1919. AT THAT TIME UNDER THE NAME OF YORK OIL BURNER COMPANY IT PIONEERED ONE OF THE FIRST RESIDENTIAL OIL BURNERS. IN 1929 THE COMPANY INTRODUCED THE FIRST COMPLETE BOILER BURNER RESIDENTIAL HEATING UNIT AND TWO YEARS LATER DEVELOPED A COMPLETE LINE OF INDUSTRIAL OIL BURNERS WITH AUTOMATIC CONTROLS AVAILABLE FOR THE FIRST TIME. BY 1946 UNCLASSIFIED

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YORK-SHIPLEY, INC. WAS KNOWN THROUGHOUT THE WORLD AS A PIONEER IN AUTOMATIC HEATING AND POWER EQUIPMENT. WITH INCREASING DEMANDS FOR LESS EXPENSIVE ENERGY, YORK-SHIPLEY DEVELOPED THE SOLID WASTE CONVERTER TO PRODUCE STEAM AND HOT GASSES FROM THE WASTE WOOD FUEL OF THE LUMBER INDUSTRY. MR. LIGHTNER IS INTERESTED IN DIRECT SALES TO SAWMILLS, DRY KILN OPERATIONS, PLYWOOD AND VENEER PLANTS." DIXIE INDUSTRIES, INC. (NEW MISSION MEMBER), CHATTANOOGA, TENNESSEE. JACK, STOCKER, PRESIDENT. DIXIE INDUSTRIES, INC. IS THE LARGEST MANUFACTURER IN THE UNITED STATES OF HAND TOOLS FOR HANDLING LOGS AND DROP FORGED FITTINGS FOR WELDED COIL CHAIN. ITS PRODUCT LINE CONTAINS CANT HOOKS,

PEAVIES, PIKE POLES, TIMBER CARRIERS, TONGS, LOG GRABS, SAW WEDGES, PICKAROONS, HOOKAROONS, GRAB AND SLIP HOOKS, CLEVIS GRAB AND SLIP HOOKS, COLD SHUTS, CONNECTING LINKS AND VARIOUS OTHER RELATED ITEMS. DIXIE WAS FOUNDED IN 1910 AND HAS OPERATED UNDER THE SAME FAMILY OWNERSHIP FOR 66 YEARS. ITS PRODUCTS ARE DISTRIBUTED EXTENSIVELY THROUGHOUT THE UNITED STATES AND MANY COUNTRIES OF THE WORLD. MR. STOCKER IS INTERESTED IN APPOINTING AGENTS AND/OR DISTRIBUTORS." DIXIE MANUFACTURES LOGGING TOOLS (CANT HOOKS, PEAVIES, LOGGING TONGS, ETC.) AND CHAIN HARDWARE (FORGED HOODS, CONNECTORS, ETC.).

2. HUSKY HYDRAULICS, EFURD, ELLISON COMPANY BIOS WILL FOLLOW WITHIN NEXT FEW DAYS. ALSO, ONE ADDITIONAL FIRM

PHILADELPHIA, PENNSYLVANIA; MANUFACTURERS OF VENEER DRYERS.

MISSION NOW CONSISTS OF MAXIMUM TWELVE FIRMS AND NO

ADDITIONAL COMPANIES WILL BE ACCEPTED. ALL OUTSTANDING CO. INFORMATION, I.A., INFO SHEETS, BIOS, BROCHURES, ETC. EXPECTED TO BE RECEIVED BY DOC NO LATER THAN JAN. 16 AND WILL BE FORWARDED TO POSTS IMMEDIATELY BY AIRMAIL AND CABLE.

3. ADVANCE OFFICER IS LLOYD PORTER ASSIGNED PORTLAND DISTRICT OFFICE USDOC. PORTER EXPECTED ETA MANILA 2/8 BUT POSTS WILL BE ADVISED FINAL ITINERARY SOONEST.
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4. BUDGET AUTHORIZATIONS BEING SENT UNDER SEPARATE COVER.

5. KUALA LUMPUR: LAST THREE DAYS MISSION ITINERARY SHOWING KL STOP INADVERTENTLY OMITTED FROM REFTEL A. HOWEVER, MISSION MEMBERS WILL BE ADVISED CHANGE AIRLINE RESERVATIONS IN ACCORDANCE WITH PARA. 4 REFTEL B.

6. MANILA: PLEASE ADVISE SOONEST IF USIS AVAILABLE TO PRINT MISSION BROCHURE IN ENGLISH ONLY. IF NOT, REQUEST POST IDENTIFY COMMERCIAL PRINTER AND OBTAIN PRELIMINARY COST ESTIMATES. MANILA WILL BE EXPECTED TO PRINT BROCHURE AND DISTRIBUTE COPIES TO K.L. FOR MALAYSIA PROMOTION- ANTICIPATED 600 COPIES PER COUNTRY WILL BE SUFFICIENT.

PLEASE ADVISE IF OTHERWISE. POST SHOULD PROCEED IMMEDIATELY WITH PRINTING AS SOON AS PHOTOS RECEIVED. KISSINGER

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